

Message Text

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11

ACTION COME-00

INFO OCT-01 EUR-25 ADP-00 EB-11 MC-02 CIAE-00 INR-10

NSAE-00 RSC-01 TRSE-00 AEC-11 RSR-01 /062 W

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R 070820Z AUG 73

FM AMEMBASSY BUCHAREST

TO SECSTATE WASHDC 6068

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FOR COMMERCE

EO 11652: N/A

TAGS: ESTC, RO, US

SUBJECT: US HELICOPTERS AND MANUFACTURING TECHNICAL DATE TO
ROMANIA

REF: A) BUCHAREST 2352; B) BUCHAREST 2524, C) BUCHAREST 2603

1. SIKORSKY REPS INFORMED EMBASSY THAT THEY ARE HAVING
DIFFICULTY OBTAINING EXIMBANK PRELIMINARY COMMITMENT (PC)
FOR USE IN COMPLETING PROPOSAL TO ROMANIANS FOR SALE OF AIR-
CRAFT AND TECHNOLOGY. ACCORDING TO SIKORSKY, QUESTIONS OF
END-USE AND OF TOTAL PROJECT VALUE ARE MAJOR OBSTACLES STANDING
IN WAY OF PC ISSUANCE.

2. CONCERNING END-USE, WE ARE EXPECTING WRITTEN ASSURANCES,
AS SOON AS VACATION SCHEDULES COMPLETED HERE, TO CONFIRM GOR
OFFICIALS' VERBAL STATEMENTS TO US (REFS A AND B). WE HOPE
THIS WILL BE HELPFUL IN CLARIFYING GOR POSITION FOR EXIM.

3. CONCERNING TOTAL VALUE OF US EXPORTS FOR THIS PROJECT AND
ITS FINANCING TERMS, WE ONLY WISH TO POINT OUT SIKORSKY'S
PROGRESS TOWARD TAKING THIS MAJOR EXPORT ORDER IN THE FACE OF
STRONG FOREIGN COMPETITION (REFC). TOO MUCH TIME AND EFFORT
HAS GONE INTO THIS BID SO FAR TO ALLOW IT TO FALL NOW
BECAUSE OF FINANCING DIFFICULTIES. WE HAVE ALTERNATIVES
INCLUDING COMMERCIAL FINANCING FOR SUPPLIER FOR LARGER

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SHARE OF TOTAL VALUE, AND POSSIBLY BUYER CREDITS RUN THROUGH

ONE OR MORE CORRESPONDENT BANKS OF ROMANIAN BANK FOR FOREIGN
TRADE; NEVERTHELESS, WE WOULD SUPPORT EFFORTS TO GIVE SIKORSKY,

OR ANY OTHER OF THE BIDDING US FIRMS, THE ADVANTAGE OF BEST
POSSIBLE FINANCING TERMS FOR INCLUSION IN ITS BID.
MARTENS

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Message Attributes

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Disposition Authority: golinofr
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Disposition Date: 28 MAY 2004
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